

Job advertisement

The Eos Visions group offers exceptional educational and enlightening travel experiences in combination with first-class destination management services in East Africa. Our main offices are located in Nairobi/Kenya and Kigali/Rwanda, and our policy and marketing work is coordinated out of our international head office in Germany.

We service the leading international professional associations, academic institutions, advocacy organizations and affinity partners, as well as their trusted operators. Far beyond impeccable delivery, exceptional attention to detail and experienced trouble-shooting, our customers value our strong understanding of their needs, the highly personalized planning, the professional research, the wide range of networks, the great personalities in our team, and the inspiration we build into every program.

Beyond the ordinary business focus of revenue generation, we aspire to a 'more-than-profit' model that adds a strong socio-economic value generation component and pervades every aspect of our work. This way, we strive to contribute to social change by creating opportunities for development in a broad sense.

We are currently looking for several

Sales Agents / Ambassadors

with an emphasis on one of the following policy areas:

business & entrepreneurship, healthcare & medicine, law & governance

About the job

As a Sales Agent / Ambassador you will promote the products and services of Eos Visions in general or in one of the policy areas named above. Your primary task is to contact potential clients and assess interest in an exceptional educational and enlightening travel experience to East Africa. These potential clients are leading international professional associations, academic institutions, advocacy organizations, affinity partners and/or other stakeholders in the particular field. The predominant methods of getting in contact will, most likely, be phone conversations, emails and the means of social networks. Occasional on-site visits or participation at fairs and other events might be included.

You will be assigned to a certain region or country you have lived in, like the US, Canada, a European country, Australia or any other country you are deeply familiar with.

Sales Agents / Ambassadors work under the supervision of the Eos Visions Business Development Team and the work relationship can be set up as freelance work (purely commission based) or entail a very basic salary with a success depending bonuses on top.

About you

Educational background: No particular educational background is needed although studies in international development, marketing and sales or any of the policy themes mentioned above are a plus.

Experience: You are the right person if you can either proof exceptional skills in Sales or extensive work experience in one of the policy areas mentioned above. You are familiar with the system of one of the policy areas or segments thereof and you have been in frequent interaction with professionals in it. Ideally you have been to East Africa and share our passion for this region and for developing meaningful relationships and thereby creating opportunities for development.

Skills and competencies: You are out-going, charismatic, able to make cold-calls and quickly develop relationships, and communicate benefits for selling a product, service or program. You possess excellent verbal and written communication skills, and you know how to raise awareness and cultivate relationships. You are able to work independently with little oversight as well as work within a decentralized team.

Position information

Job title:

Sales Agent / Ambassador
(Business Development)

Company:

Eos Visions US

Location:

Work from home

Industry:

educational tourism

Job status:

Flexible (internship, temporary work, part time or full time)

Remuneration:

To be discussed, depending on different aspects like the availability, skills and experiences; at least a portion if not all of the remuneration will be success depending commission

Contact information and how to apply:

We only accept applications by email. Please include a cover letter, your resume/CV and applicable certificates of studies as well as letters of recommendation.

Please email your application to:
recruitment@eos-visions.com